

# 2023 Year in Review

In 2023, we celebrated our 15th year in business supporting our Federal Government's missions that matter. We re-branded the company. We hosted our second annual leadership retreat in Annapolis, Maryland. Dubbed the "Year of the Re-Compete," we won 100% of our incumbent contracts that were released this year, and we now prime 16 contracts. And for the first time in our company's history, we sent seven AMSGers to another continent, Africa, on a mission to support the Makindu Children's Program. This infographic provides an update on some of what we've been up to. Enjoy!

## About AMSG As of 2023, AMSG employs

over 120 team members, including 35% Military Veterans, living in 19 states across 4 U.S time zones, and has supported 18 Program Offices at multiple federal Agencies including at USMC, Department of Veterans Affairs, US Army, US Navy, Defense Health Agency, Dept of Energy, OSD's Washington Headquarters Service, and Federal Trade Commission.



### In 2023, AMSG's 15th year of business, continued to launch new initiatives to support communities, grow our AMSG leaders, and engage new and existing employees. Each of our efforts and initiatives are dedicated to giving back, building rapport with employees, creating transparency in the workplace, connecting with clients and

Highlights of 2023

customers, and providing opportunities for personal and professional development. Awarded Hire Kicked off the new year Vets Medallion with a <u>new look</u> including Hosted five <u>summer</u> Awarded US



### performance and value. EET Initiatives include award programs like our annual AMSG Memorial Award, benefits such as our Educational Assistance Program, contests including our Corporate Steps Challenge, Lunch n' Learns such as ASAP Storytelling, and other programs such as volunteering at nonprofits and our AMSG Cares Hobby Program.

43 **Employee Engagement Team initiatives** 

AMSG invests in our team members and is committed to engaging our people through innovative initiatives and acts of service that strengthen employee satisfaction, foster employee growth, and improve overall organizational



### LED Light Circus for Glorbiting Harley-Davidson Tires Hello Fresh Meals/Cooking

One Life Fitness Gym **Camera and Lens** T-Mobile Phone/Social Media Composter Montgomery Co. Gym Equipment Drum Kit Musical Instrument/Accessories Roadrunners Club Video Camera
Car Parts for Muscle Cars Bike **Gym Membership** 

AMSG believes that team members are our most valuable asset and that personal passions should be supported. Because we think that work-life balance is important and critical to each team member, we launched the AMSG Cares Hobby Program. Through this program, we reimburse up to \$1,000 of pre-approved hobby expenses per calendar year for team members. Here are some of the ways our team member's hobbies were supported:

Metal Detector Fitness Classes Revolt Predator E Caller & Dumbbells Fishing Gear Guitar/Video Game **PlavStation** Movement Climbing Gym Motorcycle Parts for Upgrade Kabuki Transformer Bar ATV Wheels Gym Equipment for Home Crossfit Gym Membership Accordian/Accessories Cricut Equipment Trail Rescue Kit Camping Gear Body Building Craft Room Chair Fender Telecaster Guitar MacPro Laptop/Photography Equipment and Supplies Race Entry NYC Marathon What AMSG's Team Members Are Saying In an effort to continue learning from our team members and improving how we operate, AMSG conducted several surveys to gauge team member happiness and the health of the company — below are the results.

## 8%

**VALUES** 

For strong values, our

Contracting: Management

Counseling is in the top 8%

rank in Government

Top



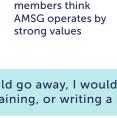
support the customers we support."

Philanthropic Support

Armed Services Arts Partnership

Arcadia Center for Sustainable Food

Bunker Labs



100% of team

100%





**APPRECIATION** 

98%

98% of team members

**Bird Watching Supplies** 

AMSG DHA Team Member

our rank in Government

is in the Top 5%

Top

glassdoor

Sponsorships & Donations

sponsored and partnered with and donated hundreds of thousands of dollars to nonprofit partners and organizations, positively impacting the lives of thousands of people around the world.

Makindu Children's Program

Marine Corps Scholarship Foundation

Mental Health America

OneStar Foundation

**Sweats for Vets** 

Focusing our philanthropic efforts on military veterans and children, AMSG has

— Lu's Labs

AMSG Team Member (From Glassdoor)



Specializing in management and technology consulting, marketing and communications, program and project management, technology

and systems integration, acquisition management, and budget execution, AMSG currently serves and supports eight Federal

Government Agencies.

What Customers Say About AMSG



**AMSG Communicates** 

Top Articles of the Year

**Growing Strong Community** 

**Annual Leadership Retreat** 

• Making a Difference: AMSG Ventures to

Farming Thousands of Acres of Land

Strategic Vision and Growth Aspirations

Missions that Matter: AMSG Hosts its Second

Kenya, Africa, On a Life-Changing Mission Trip

In Conversation with AMSG: Account and Program Manager Ashley Walker on Hunting, Ranching, and

with Arcadia Farms

- Rebecca Goodson. EES Program Manager

- VA OIT Program November 2023

New Communication Tool: Text Messages!

leadership in a timely and factual manner. - Deputy Commandant for Combat Development and Integration (DC, CD&I)

I have worked with other contractors before and thought they were good. They didn't come

Several times a year we receive messages from government staff across the organization expressing their gratitude for the contractor's assistance. The contractor performance has routinely exceeded expectations. This is a direct reflection on the way the task order is managed

nearly as close to AMSG. AMSG really is the whole package!

and the trust placed in the contractors conducting the work.

The exceptional work accomplished by the AMSG team has been of significant value to the GCE/FP Division and ultimately to the warfighter. The support provided by AMSG significantly contributes to the stellar reputation of the Capabilities Development Directorate (CDD). GCE/ FP Division is routinely tasked with time sensitive, and short notice deliverables and the AMSG team is a highly valued partner to our MIL/CIV team in order to respond to senior Marine Corps

industry trends to our team members, potential clients, and business and Federal government partners. **Our Social Media Channels** in <u>LinkedIn</u> ₱ Facebook We published **67** articles this year!

AMSG uses several communication channels - including our AMSGazette, press releases, text messaging, and Facebook and LinkedIn – to highlight employees, share tips and resources, and communicate the latest news and



**20** wins!

**12** AMSGazette Newsletters

**80%** Increase in Subscriptions

Now reaching over **7000** monthly subscribers!

**Check Out Jims Interviews** 

• WTOP Small Business September

**Business Development** 

- AMSG won 100% of our recompetes this year: 9 out of 9 of our existing contracts, and we are the prime for 16 contracts - further expanding the company's skills, abilities, and areas of expertise. As AMSG evolves, we sharpen our process for pursuing new opportunities and are developing and implementing strategies that promote growth.
  - We have won 100% of the recompetes that have been released this year. Prime win rate of over 50% 45% increase in proposals An Award-Winning Company





100%

VIP PROGRAM GRADUATE **NVSBC FINALIST 2023** - Advanced Management Strategies Group, Inc. (AMSG) | Copyright 2023

**Employee** 

2023



**GOVCON HONOREE** 

